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***“Robert G. Flowers, Jr.
Wins the U. S. Small Business Administration,
Washington Metropolitan Area District Office’s
2008 Veteran Small Business Champion of the Year Award”***

Mr. Robert G. Flowers, Jr. the principal and founder of RGF Consulting Corporation (RGFCC), was recently selected as the U. S. Small Business Administration, Washington Metropolitan Area District Office’s 2008 Veteran Small Business Champion of the Year Award recipient. Mr. Flower’s selection was based on an active support for legislative or regulatory action designed to help small businesses, evidence of increased business opportunities for veterans, advisory activities to improve awareness among veterans’ groups of small business opportunities, advocacy of special consideration for veteran-owned small businesses in government policymaking, demonstrated accomplishment in obtaining support within the community for the establishment of veteran-owned small businesses and other accomplishments demonstrating the effective advocacy of veteran-owned small businesses.

Mr. Flowers founded RGFCC in 1998 with the purpose of training small to medium government contractors in the art of preparing cost proposals and associated government procurement actions. Having over 38 years of experience in the areas of financial and operational management in the federal government and private sector business arena, Mr. Flowers has grown RGFCC to over 98 employees with business that expands nationally.

He has trained over 4,000 small business owners, small business advocates such as the Small Business Administration, Community Business Development Centers, Procurement Technical Assistance Programs (PTAP), Historically Black Colleges and Universities (HBCU’S) and other Minority Institutions (MI’S), and the States of Georgia and Pennsylvania, Department of Transportation contracting officers and consultants. Mr. Flowers and his cadre of instructors were key facilitators on SBA’s National 7(j) Basic CEO Training program across all SBA regions and as a training outreach contractor for the U.S. Department of Health and Human Services (HHS). RGFCC is also a leader in the logistical and administrative support service in the federal government area.

RGFCC received its certification by the U.S. Small Business Administration’s 8(a) Business Development Program in 2003. The 8(a) Business Development Program is an essential instrument for helping socially and economically disadvantaged entrepreneurs gain access to the

economic mainstream of American society. SBA has helped thousands of aspiring entrepreneurs over the years to gain a foothold in government contracting. Participation is divided into two phases over nine years: a four-year developmental stage and a five-year transition stage.

Participants can receive sole-source contracts, up to a ceiling of \$3.5 million for goods and services and \$5 million for manufacturing. While SBA helps 8(a) firms build their competitive and institutional know-how, the agency also encourages them to participate in competitive acquisitions. To qualify for program certification, a small business must be owned and controlled by a socially and economically disadvantaged person. Under the Small Business Act, certain presumed groups include African Americans, Hispanic Americans, Asian Pacific Americans, Native Americans and Subcontinent Asian Americans. New rules make it easier for non-minority firms to participate by proving their social disadvantage.

Mr. Flowers' military career in the U.S. Army: as an Adjutant General Corps Officer, Assistant Comptroller in the Office of the Adjutant General, Deputy Director of Army-wide club activities involving financial management for annual revenues of over \$280 million in Washington, D.C. and, Executive Manager of a 52 facility Army restaurant/club system with over 800 employees and a \$3 million budget in Vietnam gave him the experience and expertise for positions at six different 8(a) firms as a project manager, general manager, chief operating officer and vice president.

The last sixteen years has taken Mr. Flowers to government service contract cost proposal preparation; budget and indirect rate development, contract administration government service contract cost proposal preparation; budget and indirect rate development, contract administration, business development, and human resources management. His work afforded him the opportunity as the primary action officer for numerous Defense Contract Audit Agency (DCAA) pre-award audits.

To make life easier for contractors, Mr. Flowers is the author of several cost proposal manuals and has published and designed numerous cost proposal interactive spreadsheets in CD format for the general market place. He is a HBCU Alumnus of Lincoln University in Jefferson City, MO with a Bachelor of Science Degree in Business Administration and extensive graduate studies in Financial Management and Supervision, Certificates in Government Cost Accounting and Fundamentals of Indirect Rates from the George Washington Law School and Management Concepts School respectively and various other courses in Pricing Strategies, Cost Proposal Structure and DCAA Audit Preparation.

Mr. Flowers was a Scheduled Cost Proposal instructor with the Procurement Technical Assistance Program at George Mason University and the National Women's Business Center, a Strategic Partner with the Contract Services Association of America, a member of the Retired Military Officers Association, National Contracts Management Association, National Association of Government Contractors, the National Federation of Independent Businesses, and a setting member of the SBA 7(a) and 504, Loan Review Committee, Prince George's Financial Services Corporation. He is a member of the Fort Foote Baptist Church in Fort Washington, Maryland and the Alpha Phi Alpha Fraternity, Inc. Mr. Flowers is a native of Evansville, Indiana.

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